



U.S. ARMY CONTRACTING AGENCY



ACASR/Industry Town Hall Meeting

Army Contracting Agency, Southern Region
Principal Assistant Responsible for Contracting

20 April 2006

Supporting Soldiers Through Contracting

ACA



Agenda



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- Who and what is the PARC?
- Environment
- ACA's response to the environment
 - ACA reorganization
 - ACASR reorganization
- BRAC
- The government/contractor dialogue
 - Findings from the ACASR exchange with industry
- Questions and answers



PARC



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- Principal Assistant Responsible for Contracting
 - AFARS 5101.601(5)
 - Carry out authorities delegated by the Head of the Contracting Activity (HCA)
 - Head and oversee organizational element
- Organizational element is the ACASR
 - 16 Directorates of Contracting (DOCs), 2 Centers, OPARC
 - All DOCs report to the ACASR Deputy Director as rater and ACASR Director as senior rater



PARC



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- How does the PARC impact industry?
 - Policy implementation
 - Oversight role
 - Special roles
 - Task Order Ombudsman (Laura Eichhorn)
 - Special Competition Advocate (Laura Eichhorn)
- Regarding individual procurements
 - Oversee the DOCs' management of the procurement action
 - Ensure a fair process



OPARC Management Team



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- Carol Lowman, Director and PARC
- Sarah Corley, Deputy Director/Alternate PARC
- Beverly Thomas, Chief, Contract Operations Division
- Steve Sullivan, Chief, Business Systems Division
- Judy Armstrong, Chief, Contract Operations Branch
- Laura Eichhorn, Chief, Process and Programs Branch
- Howard Wong, Chief, Resource Support Branch
- LTC Karl Kuhn, Chief Counsel



Environment

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- Congress
 - Unhappy with ID/IQ contracts, level of competition
 - Media is keeping contracting issue in the spotlight
 - Contracting becoming “politicized”
 - Many negative GAO reports, DoDIG and AAA audits
 - Negative oversight environment (Section 803, 843, FY06 Department of Defense Authorization Bill)
 - Recent events unlikely to cause a change in the trend
 - Hurricane Katrina contracts, Safavian scandal



DASA(P&P) Initiatives



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- Deputy Assistant Secretary of the Army (Policy and Procurement)
 - Ms. Tina Ballard
- One Army Contracting Community
 - Increased strategic direction from DASA(P&P)
 - DASA(P&P) holding PARCs responsible for the quality of contracting in the Army
- Think Tank/PARC Conference initiatives
 - Strategic management of the workforce
 - Contract administration
 - Source selection
 - Knowledge management
 - Cost and price analysis
 - Governance board



ACA Initiatives

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- Increased oversight and direction to PARCs
 - Acquisition of services strategy
 - Justifications and approvals
 - Acquisition planning
- Strategic planning initiative drafted in January
 - Passed down to PARCs in 06 and to DOCs in 07
- Centralized management of resources



PARC Initiatives



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- OPARC
 - Increased oversight from internal and external stakeholders
 - Seeing systemic degradation of quality in “Contracting 101” type issues
 - Contract documents, documentation
 - Analytical skills
 - Writing skills
 - Quality issues exacerbated by resource issues, OPTEMPO, and change in mission requirements
 - An extremely challenging management environment



PARC Focus

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- Strategic management of the organization
 - Manage programs, not taskers
 - Strategic management of the workforce
 - Skill gap analysis
 - Focused training
 - Standardized hiring, promotion processes
- Shift Deputy PARC focus outward to the DOCs
- Improve change management
 - BRAC
 - ACA and ACASR realignments
 - Rapid policy change



Strengths, Weaknesses, Opportunities and Threats

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- S:
 - Heart of our employees
 - Solid business model
 - Depth and breadth of experience
 - Commitment to teaming
- W:
 - Increasingly complex mission
 - Skill gaps in the workforce
 - Resources
- O:
 - Collocation with IMA and other major customers
 - Attrition will provide opportunity to rebuild the organization
 - Change, change, change
- T:
 - OPTEMPO
 - Decremental workforce
 - Increasing mission
 - Rising risk posture
 - Oversight environment

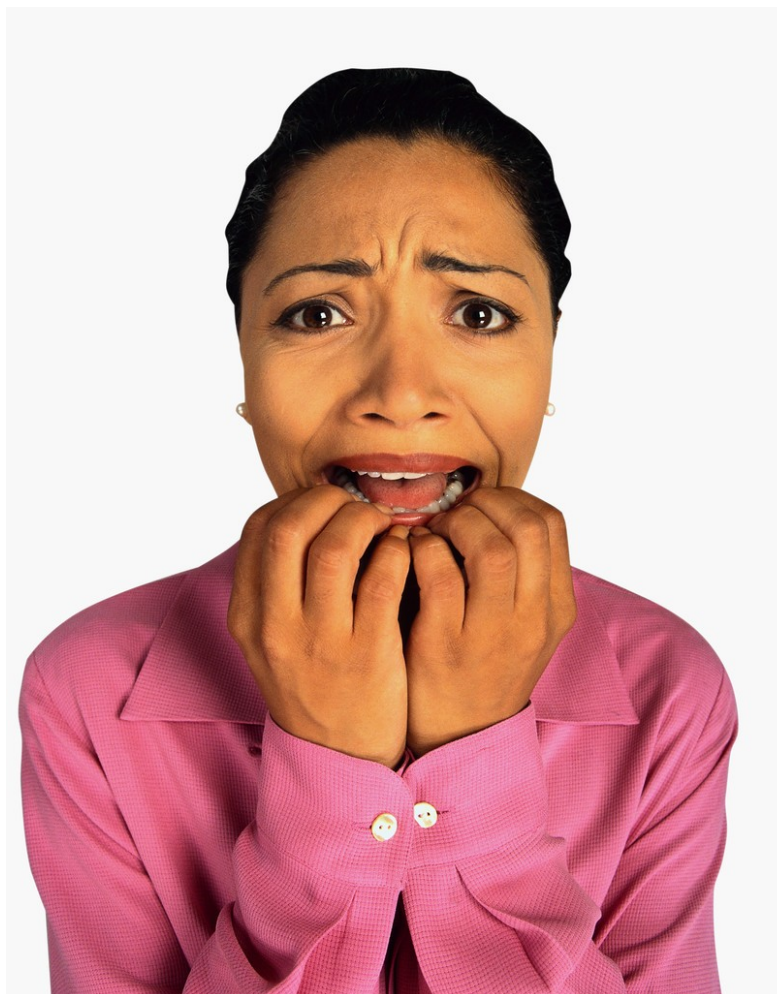


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The ACA Response to the Environment



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ACA Level

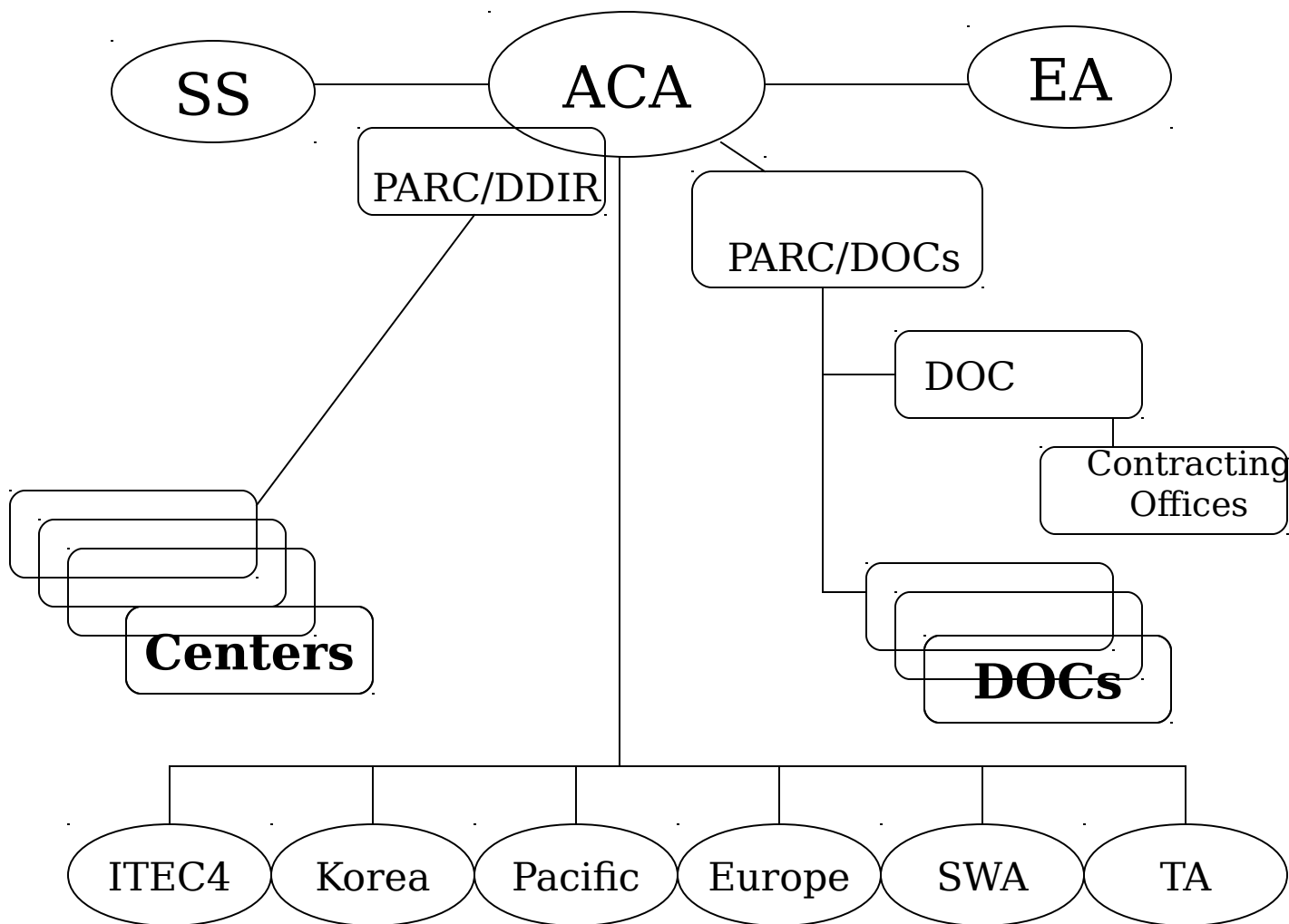
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- ACA Director made top level decision to move CONUS PARCs to a Centers/DOCs posture
- Advantages
 - Improved customer satisfaction and customer relations
 - Standardization of acquisition procedures
 - Effective communications and responsiveness
 - Resource/workforce efficiencies
 - Continuous process improvements and streamlining
 - Quality business solutions
 - Quality contractor relations
- IOC 01 Oct 06
- FOC 30 Sep 07



The World Tomorrow (Cont.)

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ACASR Response to Reorganization and External Environment

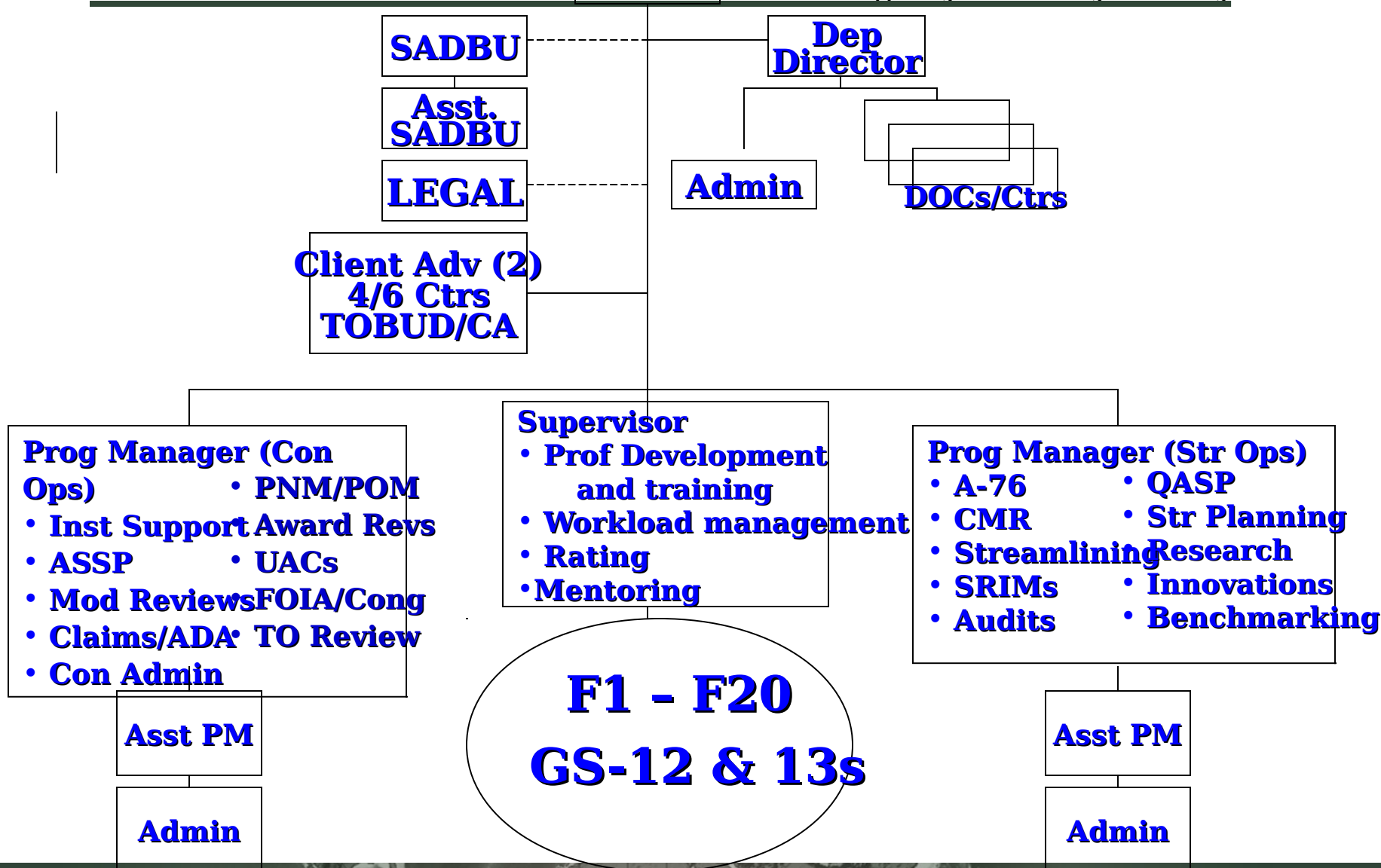


- No reasonable expectation that we will get an increase in resources
 - Continue to develop pockets of expertise
 - Continue to migrate workload to centers
 - Use broad vehicles and consolidate requirements wherever possible
 - Maximize sharing of information and expertise among all elements of the organization
 - Continue to rely on the creativity of our people in the field



Director

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BRAC/Realignment

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- Forts McPherson and Monroe currently on BRAC Commission's recommended closure list
- Some ACA elements slated to be realigned (ACA, ACASR, ACANR, SWA, The Americas, and ITEC4)
- SRCC-E not specifically mentioned in the BRAC Commission recommendations
- ACASR
 - Phased approach
 - No firm milestones established at this time



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The Dialogue with Industry



ACACR Contractor Interviews



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- The OPARC Contract Operations Division interviewed contractors who do business with the Army
 - Standardized survey
 - General contracting
 - Section 803
 - Requirements
 - Proposal and evaluation process
 - Best value contracting
 - Feedback on the way we do business
 - Suggestions on ways to improve our processes and procedures
- Outreach touched large and small businesses, local and out of town businesses
- Definite trends emerged from the interviews



Suggestions from the Contractor Base



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- General
 - Standardize processes region-wide
 - Encourage direct submission to DFAS
 - Provide customer education concerning authority over contractor personnel to avoid a “personal services in administration” scenario
 - Utilize draft RFPs to the maximum extent
 - Use the down select method whenever possible
- Acquisition planning and strategy
 - Communicate future requirements better
 - Put more thought into start dates for contractor performance after award
 - Improve acquisition planning to allow sufficient time for the process
- Requirement
 - Use work break-down with real requirements and desired outcomes



Suggestions from the Contractor Base (Cont.)



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- Proposals and evaluation
 - Utilize award term as a preferred incentive
 - Provide updates to offerors on status of evaluation and projected award dates
 - Limit the size of the proposal
 - Consider holidays and mailing times
 - Consider impact on contractors when a solicitation is cancelled
 - Don't ask for what we don't need for evaluation
 - Only ask for resumes for key personnel
 - Recommend a minimum of 10 days proposal preparation time for routine task orders
 - Stop asking for the same past performance information over and over again
 - Schedule the site visit as soon as possible after the issuance of the solicitation



Small and Large Business



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- We are hearing from industry on the changing roles of small and large business
- Areas of consideration
 - Installation contracting has traditionally been the stronghold of small business support
 - Political will to support small business is very strong
 - Sustainability of our business model
 - Sustainability of yearly increases to small business goals
 - Small business can do the job
- We are committed to support small business to the largest extent possible in the ACASR
- We will continue to look to industry to find creative solutions to teaming arrangements to maximize benefits to both groups



Questions



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Manpower Reporting Requirement” to the ASA (M&RA).

We find that in accessing the electronic system, certain data field requirements are necessary to allow for the transfer of information to take place. However, all of these data fields are either missing from the contract or incorrect. They are incorrect from the standpoint that the reporting system will not recognize the input and allow it to proceed. Additional communication are required to secure the proper info and report accordingly. Since this is an additional contract requirement with little or no reimbursement, we would like for the process to be as painless and easy as possible. This means ensuring that all the data required for the reporting process be in the contract and in the correct format.



Questions (Cont.)



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Acquisition Process Delays. Delays in every acquisition process, from the cradle to the grave, have become increasingly troubling over the past few years; generally we hear three reasons for these problems from government customer and acquisition employees: increasing bureaucratic red tape, personnel shortages and an inefficient and ineffective automated procurement system. What is the ACA doing to fix these issues?